

SALES/BUSINESS DEVELOPMENT Hi-Tech/Telecom/Technical Sales

Requirements:

- Entrepreneurship spirit
- Relevant sales experience including account management
- Excellent communication and negotiation skills
- Romanian - fluent, English - advanced , German – advantage
- University degree (Preferred: Engineering/Technical)
- Knowledge of MS Office (especially Excel and PowerPoint)
- Dynamic, persevering, creative and proactive person
- Driving license

Job description:

- Develops the business relationship with existing customers
- Extends the client portfolio
- Determines the action plan and objectives for the company's clients, aligned to the company's sales objectives and strategy
- Detects and develops new business opportunities (products and/or services)
- Short/Long term sales planning: objectives, targets, execution plan
- Meeting/exceeding the planned sales objectives
- Creating & Developing of online sales channel, too
- Performing marketing actions in order to increase the brand recognition & brand awareness (both portfolio & company)
- Generating turnover within the gross margin and keeping the continuous profit growth
- Creates and develops own sales team/department

What we offer:

- Fix Salary + Commission based on results;
- Sales package (car, laptop, phone);
- Working in a dynamic and challenging sector

Who we are:

Romanian representative of German, Italian and Israeli Energy/Hi-Tech/Telecom equipment manufacturers.